

AVERAGE MONTHLY SALARY OFFERS

Bachelor's Degree Candidates (Data Combined for Men and Women)

By Curriculum For All Types of Employers	Number of Offers		Average \$ Offers		Percent Change in \$ Offers from July 1986	Percentiles		
	March 1987	March 1986	March 1987	July 1986		90th	50th	10th
Business								
Accounting	2,644	3,268	\$1,800	\$1,768	1.8%	\$1,985	\$1,833	\$1,583
Business Administration & Mgmt.	630	574	1,671	1,638	2.0	2,100	1,586	1,300
Management Information Systems	190	284	1,919	1,903	0.8	2,292	1,925	1,400
Marketing & Distribution	571	577	1,666	1,606	3.7	2,000	1,666	1,299
Humanities and Social Sciences								
Economics ¹	122	116	1,712	1,867	- 8.3	2,083	1,700	1,333
Humanities	212	126	1,471	1,608	- 8.5	1,917	1,419	1,000
Social Sciences	164	174	1,533	1,665	- 7.9	2,000	1,472	1,000
Engineering								
Aerospace & Aeronautical	100	215	2,311	2,315	- 0.2	2,522	2,370	2,042
Chemical	349	579	2,499	2,438	2.5	2,630	2,550	2,292
Civil (incl. Construction, Sanitary, & Transportation Engrg.)	255	507	1,999	2,011	- 0.6	2,333	1,993	1,667
Electrical (incl. Computer Engrg.)	1,385	2,510	2,380	2,364	0.7	2,600	2,442	2,000
Geological	7	12	2,100	1,883	*	*	*	*
Industrial	231	421	2,281	2,254	1.2	2,500	2,300	2,000
Mechanical	800	1,391	2,356	2,322	1.5	2,600	2,394	2,000
Metallurgical (incl. Metallurgy & Ceramic Engrg.)	41	81	2,431	2,322	4.7	2,600	2,450	2,275
Mining & Mineral	4	3	2,327	2,163	*	*	*	*
Nuclear (incl. Engrg. Physics)	11	38	2,438	2,308	*	*	*	*
Petroleum	30	168	2,624	2,750	- 4.6	3,000	2,700	2,200
Engineering Technology	107	219	2,199	2,183	0.7	2,542	2,250	1,750
Sciences								
Agricultural Sciences	64	78	1,643	1,597	2.9	2,175	1,561	1,208
Allied Health Professions	30	11	2,060	1,702	21.0	2,842	2,000	1,312
Biological Sciences	24	16	1,511	1,589	- 4.9	2,167	1,438	1,000
Chemistry	8	43	2,228	1,948	*	*	*	*
Computer Science	600	887	2,162	2,216	- 2.4	2,513	2,208	1,750
Mathematics	86	95	2,134	2,037	4.8	2,425	2,176	1,667
Other Physical & Earth Sciences	13	46	1,660	2,100	*	*	*	*
	8,678	12,439						

N.A. — No historic data available.

¹ Includes economics programs with both business and social science orientation.

* Not computed for fewer than 20 offers.

1986-1987 Participating Placement Offices

Akron Alabama A & M Arizona Arizona State Arkansas - Fayetteville Auburn Baylor Bentley Boston Bridgeport Brigham Young Brown Bucknell Calif. Inst. Tech. California - Los Angeles Calif. Poly State - San Luis Obispo California State — Fresno — Long Beach — Sacramento Calif. State Poly - Pomona Carnegie-Mellon Case Western Reserve Chicago - Grad Sch. of Bus. City Univ. NY — Bernard M. Baruch College — City College — Hunter College Clemson Cleveland State Colorado	Colorado Mines Colorado State Columbia Columbia - Grad Sch. of Bus. Connecticut Cornell Dartmouth Delaware Denver Duke Duke - Fuqua Sch. of Bus. Fairleigh Dickinson - Teaneck George Washington Georgia Georgia Tech Grove City Houston Idaho IT (Ill. Inst. Tech.) Illinois at Chicago Illinois - Urbana — Engineering — Commerce, Business Indiana — Bernard M. Baruch College — City College — Hunter College Clemson Cleveland State Colorado	Kansas — Arts — Business — Engineering Kansas State Kentucky Lafayette Lamar Lehigh Louisiana Tech Maine - Orono Mary Washington MIT (Mass. Inst. Tech.) MIT - Sloan Management Mass. - Amherst Memphis State Michigan — Ann Arbor Engineering — Ann Arbor - Grad Sch. of Bus. — Dearborn Michigan State Minnesota - Sch. of Management Mississippi Mississippi State Missouri — Columbia Engineering — Rolla — St. Louis Montana Montana State	Nebraska - Lincoln Nevada - Reno New Jersey Tech New Mexico New Mexico State NYU - Grad Sch. of Bus. North Carolina — Chapel Hill North Carolina A & T State North Texas State Northern Arizona Northwestern — Kellogg Grad Sch. Ohio Ohio State — Administrative — Engineering Oklahoma Oklahoma State — Engineering — Univ. Placement Oregon Oregon State Penn Penn - Wharton Grad Sch. Penn State Penn State - Capitol Campus Pittsburgh Polytechnic Institute of NY Portland State	Princeton Purdue Rensselaer Rhode Island Rochester Rochester - Grad Sch. of Mgmt. Rutgers — Camden Arts, Science — New Brunswick San Diego State San Jose State Southern Arizona South Dakota Mines South Florida Southern California Southern Calif. - Grad Bus. Southern Illinois — Carbondale — Edwardsville Southern Methodist Southwest Missouri State Stanford SUNY - Buffalo Tennessee - Knoxville Texas A & I Texas A & M Texas Tech Texas — Arlington — Austin Bus. Admin. — Austin Engineering — El Paso	Toledo Tulane Union Utah Utah State Vanderbilt Vanderbilt - Owen Grad Sch. Villanova Virginia Virginia - College Darden Virginia Tech Wake Forest Wake Forest - Babcock Grad Sch. Washington Washington State Washington Univ. - Sch. of Bus. Wayne State West Virginia Williams Wisconsin - Madison — Arts — Business — Engineering Worcester Poly Yale - Org. & Mgmt.
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AVERAGE MONTHLY SALARY OFFERS

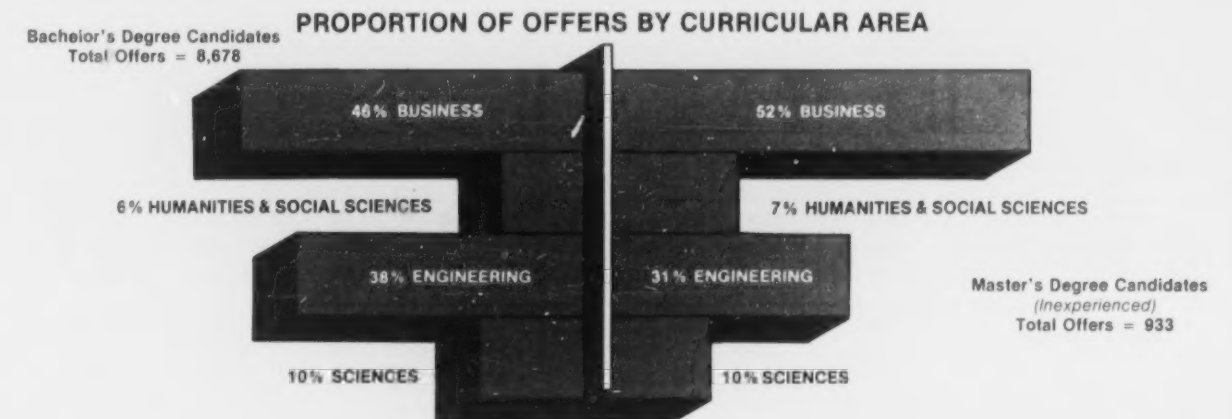
Bachelor's Degree Candidates (Data Combined for Men and Women)

By Occupational Title For All Types of Employers	Number of Offers		Average \$ Offers		Percent Change in \$ Offers from July 1986	Percentiles		
	March 1987	March 1986	March 1987	July 1986		90th	50th	10th
Administrative & Mgmt.-Related Occupations								
Accountants & Auditors	2,599	3,229	\$1,800	\$1,768	1.8%	\$1,966	\$1,833	\$1,583
Banking Occupations	53	N/A	1,642	N/A	N/A	2,083	1,500	1,200
Business Administration	153	176	1,589	1,626	- 2.3	2,000	1,541	1,150
Consultants	161	N/A	1,982	N/A	N/A	2,350	2,000	1,500
Financial Analysts	81	78	1,819	2,030	-10.4	2,193	1,850	1,400
**Human Resources (Personnel & Labor Relations)	58	39	1,485	1,629	- 8.8	2,084	1,458	1,000
Management Trainees	663	745	1,596	1,652	- 3.4	2,000	1,542	1,299
Computer & Mathematical Occupations								
Computer Programmers	284	535	2,063	2,110	- 2.2	2,442	2,104	1,666
Computer Scientists (incl. Systems Analysts)	451	650	2,207	2,245	- 1.7	2,550	2,250	1,833
Mathematicians/Statisticians	37	57	2,138	1,985	7.7	2,425	2,166	1,800
Marketing & Sales Occupations								
Advertising/Marketing	207	126	1,764	1,699	3.8	2,333	1,750	1,250
Retail/Wholesale Sales	214	375	1,675	1,639	2.2	2,000	1,700	1,300
Technical Sales	126	126	1,896	1,845	2.8	2,475	1,842	1,500
All Other Occupations								
Communications Occupations	53	53	1,392	1,636	-14.9	2,258	1,250	908
Engineers (Engrg. Degree Required)	3,204	5,898	2,348	2,325	1.0	2,600	2,408	1,950
Farm & Natural Resources Mgmt.	41	26	1,653	1,651	0.1	2,200	1,583	1,104
Health-Related Occupations	41	22	1,928	1,613	19.5	2,833	1,855	1,305
Insurance & Real Estate Occupations	104	52	1,624	1,635	- 0.7	2,000	1,588	1,250
Production Occupations	64	84	1,790	2,017	-11.3	2,417	1,825	1,235
Researchers—Nonscientific	1	24	2,583	1,856	*	*	*	*
Researchers—Scientific	3	88	2,542	2,052	*	*	*	*
Social Workers & Recreational Workers	39	28	1,332	1,232	8.1	1,750	1,320	920
Transportation & Distribution Occupations	41	28	1,918	1,813	5.8	2,565	1,917	1,250
	8,678	12,439						

**Category name changed; the bracketed name indicates former category, on which historical data are based.

N.A. — No historic data available.

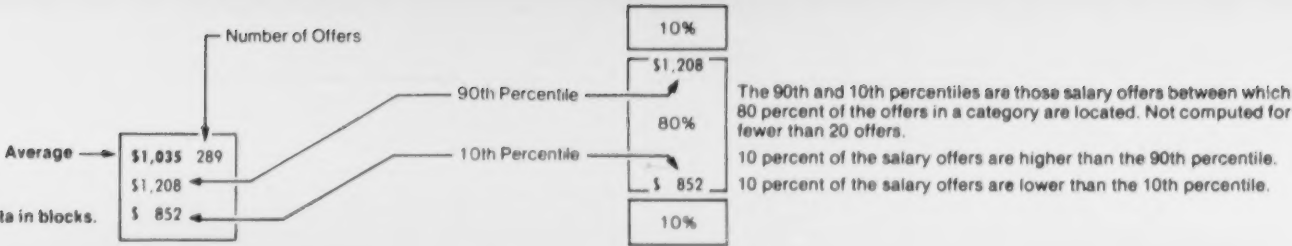
* Not computed for fewer than 20 offers.



Monthly beginning salary offers to all candidates by curriculum and employer

March 1987 ■ Data combined for men and women

This diagram indicates arrangement of data in blocks.



CURRICULUM	BUSINESS			MANUFACTURING & INDUSTRIAL												GOVERNMENT & NONPROFIT		
	Accounting— Public	Banking, Finance, & Insurance	Merchandising (Retail & Whole- sale) & Services	Aerospace	Automotive & Mechanical Equipment	Building Materials Mfrs. & Construction	Chemicals, Drugs, & Allied Products	Computers & Business Machines	Electrical & Electronic Mach. & Equip.	Food & Beverage Processing	Glass, Paper, Packaging, & Allied Products	Metals & Metal Products	Petroleum & Allied Products (incl. Nat. Gas)	Research &/or Consulting Organizations	Utilities— Public (incl. Transportation)	Federal Government	Local/State Government	Nonprofit Orgs. & Educational Institutions
BACHELOR'S DEGREE																		
Accounting	\$1,812 2,256 \$1,960 \$1,625	\$1,663 48 \$2,000 \$1,250	\$1,699 49 \$2,083 \$1,308	\$1,885 9 \$1,892 10 \$1,708 7	\$1,963 6 \$1,894 11 \$1,791 19	\$1,805 22 \$2,150 \$1,600	\$1,719 15 \$1,875 2 \$1,864 60 \$1,945 7 \$1,790 20	\$1,503 55 \$1,733 \$1,235	\$1,703 43 \$1,900 \$1,450	\$1,754 5 \$1,457 5 \$1,657 1 \$1,538 5 \$1,500 1 \$1,346 15 \$1,208 24 \$1,666 \$ 833								
Business Administration & Management	\$1,869 27 \$2,000 \$1,667	\$1,618 117 \$2,000 \$1,225	\$1,563 264 \$2,000 \$1,250	\$1,847 6 \$1,978 17 \$1,652 12	\$1,843 22 \$2,300 \$1,417	\$1,740 23 \$2,112 \$1,450	\$1,882 19 \$1,772 44 \$2,208 \$1,250	\$1,767 9 \$1,442 5 \$1,836 12 \$1,944 3 \$2,116 22 \$2,583 \$1,750	\$1,621 19 \$1,532 4 \$1,457 5	\$1,657 1 \$1,538 5 \$1,500 1 \$1,346 15 \$1,208 24 \$1,666 \$ 833								
Management Information Systems	\$1,930 27 \$2,108 \$1,700	\$1,755 15 \$2,100 \$1,250	\$1,618 34 \$2,100 \$1,250	\$1,886 2 \$1,983 8 \$1,660 5	\$2,182 9 \$2,048 27 \$2,400 \$1,600	\$2,179 9 \$1,813 6 \$1,875 1 \$2,150 1 \$2,216 27 \$2,375 \$2,125	\$1,577 5 \$2,066 6	\$1,718 4 \$1,744 3 \$1,657 1	\$1,477 10 \$1,833 1 \$1,538 5	\$1,542 1 \$1,667 1 \$1,500 1	\$1,486 9 \$1,567 11 \$1,346 15	\$1,617 3 \$1,599 20 \$1,800 \$1,250	\$1,208 24 \$1,666 \$ 833					
Marketing & Distribution	\$1,938 2 \$1,590 48 \$1,970 \$1,200	\$1,608 288 \$2,000 \$1,250	\$1,608 288 \$2,000 \$1,250	\$1,692 2 \$1,849 13 \$1,726 10	\$1,802 27 \$2,117 \$1,300	\$1,667 34 \$1,958 \$1,300	\$1,755 34 \$2,000 \$1,500	\$1,778 43 \$1,623 12 \$1,833 3 \$1,939 13 \$1,531 4 \$1,870 22 \$2,058 \$1,250	\$1,477 10 \$1,833 1 \$1,538 5	\$1,542 1 \$1,667 1 \$1,500 1	\$1,486 9 \$1,567 11 \$1,346 15	\$1,617 3 \$1,599 20 \$1,800 \$1,250	\$1,208 24 \$1,666 \$ 833					
Economics	\$1,908 13 \$1,776 28 \$2,500 \$1,333	\$1,486 36 \$1,800 \$1,200	\$1,486 36 \$1,800 \$1,200	\$1,626 4 \$1,476 26 \$1,950 \$1,083	\$1,784 25 \$2,500 \$1,208	\$1,457 68 \$1,917 \$1,083	\$1,457 68 \$1,917 \$1,083	\$1,457 68 \$1,917 \$1,083	\$1,457 68 \$1,917 \$1,083	\$1,457 68 \$1,917 \$1,083	\$1,457 68 \$1,917 \$1,083	\$1,457 68 \$1,917 \$1,083	\$1,457 68 \$1,917 \$1,083	\$1,457 68 \$1,917 \$1,083	\$1,457 68 \$1,917 \$1,083	\$1,457 68 \$1,917 \$1,083	\$1,457 68 \$1,917 \$1,083	\$1,457 68 \$1,917 \$1,083
Humanities	\$1,626 4 \$1,476 26 \$1,950 \$1,083	\$1,784 25 \$2,500 \$1,208	\$1,457 68 \$1,917 \$1,083	\$1,457 68 \$1,917 \$1,083	\$1,457 68 \$1,917 \$1,083	\$1,457 68 \$1,917 \$1,083	\$1,457 68 \$1,917 \$1,083	\$1,457 68 \$1,917 \$1,083	\$1,457 68 \$1,917 \$1,083	\$1,457 68 \$1,917 \$1,083	\$1,457 68 \$1,917 \$1,083	\$1,457 68 \$1,917 \$1,083	\$1,457 68 \$1,917 \$1,083	\$1,457 68 \$1,917 \$1,083	\$1,457 68 \$1,917 \$1,083	\$1,457 68 \$1,917 \$1,083	\$1,457 68 \$1,917 \$1,083	\$1,457 68 \$1,917 \$1,083
Social Sciences	\$1,626 4 \$1,476 26 \$1,950 \$1,083	\$1,784 25 \$2,500 \$1,208	\$1,457 68 \$1,917 \$1,083	\$1,457 68 \$1,917 \$1,083	\$1,457 68 \$1,917 \$1,083	\$1,457 68 \$1,917 \$1,083	\$1,457 68 \$1,917 \$1,083	\$1,457 68 \$1,917 \$1,083	\$1,457 68 \$1,917 \$1,083	\$1,457 68 \$1,917 \$1,083	\$1,457 68 \$1,917 \$1,083	\$1,457 68 \$1,917 \$1,083	\$1,457 68 \$1,917 \$1,083	\$1,457 68 \$1,917 \$1,083	\$1,457 68 \$1,917 \$1,083	\$1,457 68 \$1,917 \$1,083	\$1,457 68 \$1,917 \$1,083	\$1,457 68 \$1,917 \$1,083
MASTER'S DEGREE-INEXPERIENCED																		
MBA—Nontechnical Undergraduate Degree	\$2,305 56 \$2,708 \$2,033	\$2,290 43 \$3,150 \$1,666	\$2,170 24 \$3,335 \$1,625	\$2,397 3 \$2,359 6 \$2,774 8 \$2,342 8 \$1,917 1 \$2,554 16 \$2,713 2 \$1,250 1 \$2,212 8 \$2,281 11 \$2,208 4	\$2,397 3 \$2,359 6 \$2,774 8 \$2,342 8 \$1,917 1 \$2,554 16 \$2,713 2 \$1,250 1 \$2,212 8 \$2,281 11 \$2,208 4	\$2,397 3 \$2,359 6 \$2,774 8 \$2,342 8 \$1,917 1 \$2,554 16 \$2,713 2 \$1,250 1 \$2,212 8 \$2,281 11 \$2,208 4	\$2,397 3 \$2,359 6 \$2,774 8 \$2,342 8 \$1,917 1 \$2,554 16 \$2,713 2 \$1,250 1 \$2,212 8 \$2,281 11 \$2,208 4	\$2,397 3 \$2,359 6 \$2,774 8 \$2,342 8 \$1,917 1 \$2,554 16 \$2,713 2 \$1,250 1 \$2,212 8 \$2,281 11 \$2,208 4	\$2,397 3 \$2,359 6 \$2,774 8 \$2,342 8 \$1,917 1 \$2,554 16 \$2,713 2 \$1,250 1 \$2,212 8 \$2,281 11 \$2,208 4	\$2,397 3 \$2,359 6 \$2,774 8 \$2,342 8 \$1,917 1 \$2,554 16 \$2,713 2 \$1,250 1 \$2,212 8 \$2,281 11 \$2,208 4	\$2,397 3 \$2,359 6 \$2,774 8 \$2,342 8 \$1,917 1 \$2,554 16 \$2,713 2 \$1,250 1 \$2,212 8 \$2,281 11 \$2,208 4	\$2,397 3 \$2,359 6 \$2,774 8 \$2,342 8 \$1,917 1 \$2,554 16 \$2,713 2 \$1,250 1 \$2,212 8 \$2,281 11 \$2,208 4	\$2,397 3 \$2,359 6 \$2,774 8 \$2,342 8 \$1,917 1 \$2,554 16 \$2,713 2 \$1,250 1 \$2,212 8 \$2,281 11 \$2,208 4	\$2,397 3 \$2,359 6 \$2,774 8 \$2,342 8 \$1,917 1 \$2,554 16 \$2,713 2 \$1,250 1 \$2,212 8 \$2,281 11 \$2,208 4	\$2,397 3 \$2,359 6 \$2,774 8 \$2,342 8 \$1,917 1 \$2,554 16 \$2,713 2 \$1,250 1 \$2,212 8 \$2,281 11 \$2,208 4	\$2,397 3 \$2,359 6 \$2,774 8 \$2,342 8 \$1,917 1 \$2,554 16 \$2,713 2 \$1,250 1 \$2,212 8 \$2,281 11 \$2,208 4	\$2,397 3 \$2,359 6 \$2,774 8 \$2,342 8 \$1,917 1 \$2,554 16 \$2,713 2 \$1,250 1 \$2,212 8 \$2,281 11 \$2,208 4	\$2,397 3 \$2,359 6 \$2,774 8 \$2,342 8 \$1,917 1 \$2,554 16 \$2,713 2 \$1,250 1 \$2,212 8 \$2,281 11 \$2,208 4
MBA—Technical Undergraduate Degree	\$2,325 12 \$3,146 8 \$3,042 2	\$2,325 12 \$3,146 8 \$3,042 2	\$2,325 12 \$3,146 8 \$3,042 2	\$2,325 12 \$3,146 8 \$3,042 2	\$2,325 12 \$3,146 8 \$3,042 2	\$2,325 12 \$3,146 8 \$3,042 2	\$2,325 12 \$3,146 8 \$3,042 2	\$2,325 12 \$3,146 8 \$3,042 2	\$2,325 12 \$3,146 8 \$3,042 2	\$2,325 12 \$3,146 8 \$3,042 2	\$2,325 12 \$3,146 8 \$3,042 2	\$2,325 12 \$3,146 8 \$3,042 2	\$2,325 12 \$3,146 8 \$3,042 2	\$2,325 12 \$3,146 8 \$3,042 2	\$2,325 12 \$3,146 8 \$3,042 2	\$2,325 12 \$3,146 8 \$3,042 2	\$2,325 12 \$3,146 8 \$3,042 2	\$2,325 12 \$3,146 8 \$3,042 2
BACHELOR'S SUMMARY																		
Nontechnical Curricula	\$1,814 2,329 \$2,000 \$1,625	\$1,643 307 \$2,000 \$1,225	\$1,550 850 \$2,000 \$1,200	\$1,853 19 \$1,971 55 \$1,684 37 \$1,875 72 \$1,802 116 \$1,841 90 \$1,782 129 \$1,715 44 \$1,948 117 \$1,734 39 \$1,927 78 \$1,534 101 \$1,655 83 \$1,359 56 \$1,370 \$1,235	\$1,853 19 \$1,971 55 \$1,684 37 \$1,875 72 \$1,802 116 \$1,841 90 \$1,782 129 \$1,715 44 \$1,948 117 \$1,734 39 \$1,927 78 \$1,534 101 \$1,655 83 \$1,359 56 \$1,370 \$1,235	\$1,853 19 \$1,971 55 \$1,684 37 \$1,875 72 \$1,802 116 \$1,841 90 \$1,782 129 \$1,715 44 \$1,948 117 \$1,734 39 \$1,927 78 \$1,534 101 \$1,655 83 \$1,359 56 \$1,370 \$1,235	\$1,853 19 \$1,971 55 \$1,684 37 \$1,875 72 \$1,802 116 \$1,841 90 \$1,782 129 \$1,715 44 \$1,948 117 \$1,734 39 \$1,927 78 \$1,534 101 \$1,655 83 \$1,359 56 \$1,370 \$1,235	\$1,853 19 \$1,971 55 \$1,684 37 \$1,875 72 \$1,802 116 \$1,841 90 \$1,782 129 \$1,715 44 \$1,948 117 \$1,734 39 \$1,927 78 \$1,534 101 \$1,655 83 \$1,359 56 \$1,370 \$1,235	\$1,853 19 \$1,971 55 \$1,684 37 \$1,875 72 \$1,802 116 \$1,841 90 \$1,782 129 \$1,715 44 \$1,948 117 \$1,734 39 \$1,927 78 \$1,534 101 \$1,655 83 \$1,359 56 \$1,370 \$1,235	\$1,853 19 \$1,971 55 \$1,684 37 \$1,875 72 \$1,802 116 \$1,841 90 \$1,782 129 \$1,715 44 \$1,948 117 \$1,734 39 \$1,927 78 \$1,534 101 \$1,655 83 \$1,359 56 \$1,370 \$1,235	\$1,853 19 \$1,971 55 \$1,684 37 \$1,875 72 \$1,802 116 \$1,841 90 \$1,782 129 \$1,715 44 \$1,948 117 \$1,734 39 \$1,927 78 \$1,534 101 \$1,655 83 \$1,359 56 \$1,370 \$1,235	\$1,853 19 \$1,971 55 \$1,684 37 \$1,875 72 \$1,802 116 \$1,841 90 \$1,782 129 \$1,715 44 \$1,948 117 \$1,734 39 \$1,927 78 \$1,534 101 \$1,655 83 \$1,359 56 \$1,370 \$1,235	\$1,853 19 \$1,971 55 \$1,684 37 \$1,875 72 \$1,802 116 \$1,841 90 \$1,782 129 \$1,715 44 \$1,948 117 \$1,734 39 \$1,927 78 \$1,534 101 \$1,655 83 \$1,359 56 \$1,370 \$1,235	\$1,853 19 \$1,971 55 \$1,684 37 \$1,875 72 \$1,802 116 \$1,841 90 \$1,782 129 \$1,715 44 \$1,948 117 \$1,734 39 \$1,927 78 \$1,534 101 \$1,655 83 \$1,359 56 \$1,370 \$1,235	\$1,853 19 \$1,971 55 \$1,684 37 \$1,875 72 \$1,802 116 \$1,841 90 \$1,782 129 \$1,715 44 \$1,948 117 \$1,734 39 \$1,927 78 \$1,534 101 \$1,655 83 \$1,359 56 \$1,370 \$1,235	\$1,853 19 \$1,971 55 \$1,684 37 \$1,875 72 \$1,802 116 \$1,841 90 \$1,782 129 \$1,715 44 \$1,948 117 \$1,734 39 \$1,927 78 \$1,534 101 \$1,655 83 \$1,359 56 \$1,370 \$1,235		
Technical Curricula	\$2,154 103 \$2,342 \$1,917	\$2,019 106 \$2,583 \$1,500	\$2,106 148 \$2,633 \$1,466	\$2,376 714 \$2,335 247 \$2,091 170 \$2,459 375 \$2,338 284 \$2,392 667 \$2,281 97 \$2,451 80 \$2,495 194 \$2,204 154 \$2,342 304 \$1,963 316 \$1,896 92 \$1,766 32 \$2,366 \$1,558	\$2,376 714 \$2,335 247 \$2,091 170 \$2,459 375 \$2,338 284 \$2,392 667 \$2,281 97 \$2,451 80 \$2,495 194 \$2,204 154 \$2,342 304 \$1,963 316 \$1,896 92 \$1,766 32 \$2,366 \$1,558	\$2,376 714 \$2,335 247 \$2,091 170 \$2,459 375 \$2,338 284 \$2,392 667 \$2,281 97 \$2,451 80 \$2,495 194 \$2,204 154 \$2,342 304 \$1,963 316 \$1,896 92 \$1,766 32 \$2,366 \$1,558	\$2,376 714 \$2,335 247 \$2,091 170 \$2,459 375 \$2,338 284 \$2,392 667 \$2,281 97 \$2,451 80 \$2,495 194 \$2,204 154 \$2,342 304 \$1,963 316 \$1,896 92 \$1,766 32 \$2,366 \$1,558	\$2,376 714 \$2,335 247 \$2,091 170 \$2,459 375 \$2,338 284 \$2,392 667 \$2,281 97 \$2,451 80 \$2,495 194 \$2,204 154 \$2,342 304 \$1,963 316 \$1,896 92 \$1,766 32 \$2,366 \$1,558	\$2,376 714 \$2,335 247 \$2,091 170 \$2,459 375 \$2,338 284 \$2,392 667 \$2,281 97 \$2,451 80 \$2,495 194 \$2,204 154 \$2,342 304 \$1,963 316 \$1,896 92 \$1,766 32 \$2,366 \$1,558	\$2,376 714 \$2,335 247 \$2,091 170 \$2,459 375 \$2,338 284 \$2,392 667 \$2,281 97 \$2,451 80 \$2,495 194 \$2,204 154 \$2,342 304 \$1,963 316 \$1,896 92 \$1,766 32 \$2,366 \$1,558	\$2,376 714 \$2,335 247 \$2,091 170 \$2,459 375 \$2,338 284 \$2,392 667 \$2,281 97 \$2,451 80 \$2,495 194 \$2,204 154 \$2,342 304 \$1,963 316 \$1,896 92 \$1,766 32 \$2,366 \$1,558	\$2,376 714 \$2,337						

Bachelor's Degree

CURRICULUM	Accounting— Public	Banking, Finance, & Insurance	Merchandising (Retail & Whole- sale) & Services	Aerospace	Automotive & Mechanical Equipment	Building Materials Mfrs. & Construction	Chemicals, Drugs, & Allied Products	Computers & Business Machines	Electrical & Electronic Mach. & Equip.	Food & Beverage Processing	Glass, Paper, Packaging, & Allied Products	Metals & Metal Products	Petroleum & Allied Products (incl. Nat. Gas)	Research &/or Consulting Organizations	Utilities— Public (incl. Transportation)	Federal Government	Local/State Government	Nonprofit Orgs. & Educational Institutions
Aerospace & Aeronautical Engineering				\$2,353 86 \$2,525 \$2,180	\$2,275 1	\$2,325 1			\$2,242 4							\$1,891 7	\$2,000 1	
Chemical Engineering			\$2,167 1	\$2,344 3	\$2,294 9	\$2,375 1	\$2,546 189 \$2,626 \$2,450	\$2,600 4	\$2,295 14	\$2,497 16	\$2,467 25 \$2,600 \$2,251	\$2,500 1	\$2,583 61 \$2,700 \$2,500	\$2,392 7	\$2,060 4	\$2,195 11	\$1,864 3	
Civil Engineering (incl. Construction, Sanitary, & Transportation Engrg.)			\$2,167 1	\$2,390 3	\$2,152 2	\$1,984 92 \$2,250 \$1,667			\$1,975 6	\$2,458 1	\$2,160 4		\$2,343 6 \$2,035 39 \$2,345 \$1,817	\$2,153 30 \$2,405 \$1,820	\$1,879 14	\$1,864 57 \$2,040 \$1,624		
Electrical Engineering (incl. Computer Engrg.)	\$2,313 14	\$2,150 5	\$2,456 34 \$2,717 \$2,150	\$2,437 282 \$2,600 \$2,250	\$2,448 53 \$2,567 \$2,250	\$2,204 28 \$2,500 \$1,560	\$2,507 40 \$2,610 \$2,370	\$2,431 129 \$2,683 \$2,213	\$2,431 394 \$2,626 \$2,250	\$2,475 6	\$2,544 10	\$2,457 21 \$2,575 \$2,250	\$2,479 25 \$2,667 \$2,200	\$2,397 34 \$2,633 \$2,000	\$2,404 144 \$2,567 \$2,250	\$2,006 154 \$2,400 \$1,559	\$2,542 8	2,095 4
Geological Engineering			\$1,700 1						\$2,550 1				\$2,528 2 \$1,620 1			\$1,888 2		
Industrial Engineering	\$2,162 31 \$2,292 \$2,000	\$2,350 4	\$2,194 10	\$2,309 28 \$2,500 \$2,000	\$2,464 13	\$2,104 4	\$2,420 7	\$2,269 17	\$2,330 35 \$2,500 \$2,150	\$2,360 29 \$2,500 \$1,683	\$2,329 7	\$2,319 4	\$2,500 1	\$2,217 17	\$2,255 17	\$1,941 6	\$2,200 1	
Mechanical Engineering	\$2,500 1	\$2,297 3	\$2,125 2	\$2,366 172 \$2,508 \$2,250	\$2,319 121 \$2,565 \$2,000	\$2,350 27 \$2,660 \$1,958	\$2,491 73 \$2,667 \$2,375	\$2,374 25 \$2,600 \$2,208	\$2,378 123 \$2,550 \$2,125	\$2,460 16 \$3,300 \$2,000	\$2,506 24 \$2,500 \$2,250	\$2,331 20 \$2,500 \$2,250	\$2,532 39 \$2,700 \$2,188	\$2,209 13 \$2,376 79 \$2,500 \$2,000	\$1,972 56 \$2,333 \$1,559	\$2,372 5	\$2,500 1	
Metallurgical Engineering (incl. Metallurgy & Ceramic Engrg.)				\$2,350 1	\$2,548 10		\$2,469 7	\$2,500 1	\$2,438 4		\$2,417 2	\$2,354 14	\$2,166 1	\$2,350 1				
Mining & Mineral Engineering													\$2,250 2		\$2,403 2			
Nuclear Engineering (incl. Engrg. Physics)				\$2,667 1	\$2,625 1				\$2,550 2						\$2,438 5	\$2,120 2		
Petroleum Engineering					\$2,625 2			\$2,200 1	\$2,200 1				\$2,711 24 \$3,100 \$2,200	\$2,200 1			\$1,814 1	
Engineering Technology	\$2,083 1	\$1,784 10	\$2,003 6	\$2,318 28 \$2,500 \$2,083	\$2,274 9	\$2,049 10	\$1,750 1	\$2,121 4	\$2,348 18	\$2,076 1	\$2,500 5	\$2,333 1	\$2,083 2	\$2,417 1	\$2,894 2	\$1,915 6	\$1,761 1	\$2,500 1
Agricultural Sciences		\$1,705 11	\$1,440 7		\$1,542 2	\$1,833 1	\$1,656 17			\$1,817 18						\$1,406 4	\$1,246 3	\$1,166 1
Allied Health Professions		\$1,600 1	\$2,731 4				\$2,667 7			\$1,466 1						\$1,617 5	\$1,700 1	\$1,760 11
Biological Sciences		\$1,417 1	\$1,450 2		\$ 917 2	\$2,666 1	\$1,673 4		\$1,458 1	\$1,932 2				\$1,833 1	\$2,167 1	\$1,408 2	\$1,292 2	\$1,207 5
Chemistry			\$1,748 2				\$2,370 4			\$3,000 1				\$1,850 1				
Computer Science	\$2,118 47 \$2,333 \$1,833	\$2,011 39 \$2,666 \$1,500	\$2,050 70 \$2,500 \$1,583	\$2,274 102 \$2,542 \$2,000	\$2,205 21 \$2,417 \$2,000	\$1,955 5	\$2,311 24 \$2,500 \$2,200	\$2,224 97 \$2,583 \$1,659	\$2,318 53 \$2,575 \$2,080	\$2,172 6	\$2,172 3	\$2,100 1	\$2,201 30 \$2,317 \$2,083	\$2,156 30 \$2,667 \$1,667	\$2,091 18	\$1,970 39 \$2,327 \$1,392	\$1,717 8	\$1,880 7
Mathematics	\$2,040 9	\$2,153 32 \$2,416 \$1,893	\$1,722 6	\$2,326 6	\$2,000 1		\$2,100 2	\$2,185 6	\$2,241 10				\$2,225 1	\$2,312 8	\$2,313 1	\$1,804 4		
Other Physical & Earth Sciences			\$1,329 2	\$2,488 2					\$2,325 1						\$2,000 1	\$1,352 4	\$ 800 1	\$1,708 2

AVERAGE MONTHLY SALARY OFFERS

Master's Candidates-Inexperienced¹

(Data Combined for Men and Women)

Graduate Program	Number of Offers		Average \$ Offers		Percent Change in \$ Offers from July 1986	Percentiles		
	March 1987	March 1986	March 1987	July 1986		90th	50th	10th
Business								
Accounting	206	293	\$2,135	\$2,132	0.1%	\$2,417	\$2,125	\$1,833
MBA—Nontechnical Undergraduate								
Less than 1 year	195	286	2,316	2,529	— 8.4	3,117	2,250	1,708
Over 1 to 2 years ²	61	85	2,570	2,828	— 9.1	3,258	2,500	2,200
Over 2 to 4 years ²	62	63	2,876	3,032	— 5.2	3,835	2,757	2,167
Over 4 years ²	53	40	2,930	3,145	— 6.8	3,750	3,000	2,083
MBA—Technical Undergraduate								
Less than 1 year	34	47	2,603	2,699	— 3.6	3,750	2,500	2,083
Over 1 to 2 years ²	26	15	2,981	2,888	3.2	3,750	2,859	2,250
Over 2 to 4 years ²	30	18	3,307	3,161	4.6	4,375	3,281	2,375
Over 4 years ²	29	6	3,131	3,203	— 2.3	4,000	3,335	1,667
MS—Business (incl. Management, Marketing, Finance, etc.)	28	43	2,322	2,337	— 0.6	2,916	2,333	1,708
Administration (incl. Public, Hospital, etc.) ..	12	5	1,913	2,037	*	*	*	*
Industrial Mgmt. (incl. Industrial Admin.) ..	11	9	2,461	2,481	*	*	*	*
Humanities and Social Sciences								
Humanities	25	16	1,540	1,624	— 5.2	2,100	1,583	1,000
Social Sciences	36	17	1,772	1,754	1.0	2,500	1,667	1,291
Engineering								
Chemical	37	51	2,767	2,678	3.3	3,000	2,790	2,500
Civil (incl. Construction, Sanitary, & Transportation Engrg.)	36	63	2,396	2,391	0.2	2,878	2,333	2,000
Electrical (incl. Computer Engrg.)	107	247	2,902	2,851	1.8	3,200	2,917	2,550
Industrial	20	23	2,573	2,707	— 5.0	2,925	2,525	2,300
Mechanical	71	133	2,812	2,740	2.6	3,084	2,833	2,500
Metallurgical (incl. Metallurgy & Ceramic Engrg.)	16	22	2,711	2,722	*	*	*	*
Nuclear (incl. Engrg. Physics)	7	4	2,929	2,933	*	*	*	*
Sciences								
Chemistry	7	9	2,152	2,333	*	*	*	*
Computer Science	60	141	2,767	2,777	— 0.4	3,183	2,750	2,250
Geology & Related Geological Sciences	5	26	2,308	2,542	*	*	*	*
Mathematics	20	19	2,458	2,548	— 3.5	2,850	2,509	1,783
	1,194	1,681						

Doctoral Candidates

Engineering								
Chemical	54	44	\$3,571	\$3,557	0.4%	3,791	3,666	3,333
Civil (incl. Construction, Sanitary, & Transportation Engrg.)	†	5	†	2,892	†			
Electrical (incl. Computer Engrg.)	31	35	3,932	3,845	2.3	4,333	4,083	3,415
Mechanical	20	18	3,318	3,135	— 3.4	3,750	3,500	2,833
Metallurgical (incl. Metallurgy, Materials Engrg. / Science & Ceramics)	9	20	2,920	3,479	*	*	*	*
Sciences								
Chemistry	49	46	3,007	3,113	— 3.4	3,610	3,200	1,667
Mathematics (incl. Operations Research, Statistics, & Actuarial Science)	6	4	3,134	3,292	*	*	*	*
Physics	19	30	3,305	3,527	*	*	*	*
	188	202						

¹One year or less of full-time, nonmilitary employment unless otherwise indicated.

²Years of previous full-time, nonmilitary employment.

*Not computed for fewer than 20 offers.

†No offers reported.

CPC Salary Survey

A study of 1986-1987 beginning offers / Formal Report No. 3; July 1987

After a lackluster performance for most of the 1986-87 season, the tempo of college recruiting picked up this spring and made substantial gains.

Whereas in March, only 13 of the 26 disciplines were showing salary increases over last year, by July 23 out of 26 posted gains for the year. Those gains are modest—2 to 6 percent—and reflect the condition of America's corporate economy.

Significantly, petroleum engineering, the discipline that has consistently garnered the highest salary average, showed a 6.6 percent drop in dollar average and a resounding 82 percent decrease in the number of offers extended.

On the other hand, the beginning salary average as well as the number of offers to humanities showed substantial increases this year. Humanities graduates received 29 percent more offers than last year along with a salary average of \$1,688 a month, a 5 percent increase. The merchandising and services industry extended the majority of the offers, accounting for 53 percent of the offers to humanities graduates.

Of the business disciplines, marketing and distribution showed the only gain in both the average dollar offer—5.7 percent to \$1,697, and number of offers—1 percent. Accounting graduates received a 2.5 percent higher monthly average over last year, but 16 percent fewer offers.

Recruiting in the engineering disciplines improved since March, but is still considerably lower than last year. The average monthly salary offer to electrical engineers increased 2 percent to \$2,410, but the number of offers decreased 35 percent. Mechanical

engineers went up to \$2,359, a 1.6 percent gain, but received 31 percent fewer offers.

The recruiting picture for computer science graduates this year was not as bright as in the past. The number of offers decreased 28 percent and there was a slight decrease to \$2,197 in the monthly salary average.

As in the past, women fared slightly better in average salary offers than men in most engineering disciplines. Men, however, received over twice as many offers. In the humanities disciplines, women received more offers than men, but their average salary offers were lower.

At the master's level, too, humanities made a strong showing. The average salary offer increased 16.2 percent to \$1,887 a month and the number of offers nearly doubled.

MBA candidates with nontechnical undergraduate degrees experienced a 5.1 percent rise to \$2,657 a month. Those with technical undergraduate degrees went up 5.7 percent to \$2,854.

The CPC Salary Survey July report covers the period from September 1, 1986, through June 5, 1987. The data include offers extended to students graduating between September 1, 1986, and August 31, 1987. There are 164 placement offices participating in the Salary Survey. Additional copies of this report are available to CPC members and subscribers for \$2.00 each.

Dawn Gulick
Coordinator, Statistical Services

SCOPE AND NATURE OF THE SURVEY

The scope, nature, and coverage of the CPC Salary Survey are particularly important to the interpretation and proper use of the statistics.

The study surveys a fairly consistent population which includes 164 placement offices at 143 colleges and universities throughout the United States. Offers are reported from employing organizations in business, industry, government, and non-profit and educational organizations. The offers are base starting salary offers and do not include fringe benefits or overtime. The data cover a broad range of functional positions, except teaching. Confidentiality is maintained for the individual, the college, and the employer.

The Survey reports offers, not acceptances, with no limit on the number of offers per student. Therefore, offers in the study cannot be equated with actual hires, and when the economic climate changes substantially, the ratio of offers to hires usually changes also, making comparison with other years no longer valid. In those categories where offers are relatively few, the data should be regarded only as an indication.

The Survey is available only to members and Salary Survey subscribers of the College Placement Council and is intended for the professional use of its constituents. Reports are issued in December, January, March, and July.

AVERAGE MONTHLY SALARY OFFERS

Bachelor's Degree Candidates

(Data Combined for Men and Women)

By Curriculum For All Types of Employers	Number of Offers		Average \$ Offers		Percent Change in \$ Offers from July 1986	Percentiles		
	July 1987	July 1986	July 1987	July 1986		90th	50th	10th
Business								
Accounting	5,478	6,575	\$1,812	\$1,768	2.5%	\$2,000	\$1,833	\$1,583
Business Administration & Mgmt.	1,788	1,934	1,701	1,638	3.9	2,166	1,666	1,333
Management Information Systems	524	607	1,979	1,903	4.0	2,400	2,000	1,500
Marketing & Distribution	1,852	1,835	1,697	1,606	5.7	2,041	1,667	1,350
Humanities and Social Sciences								
Economics ¹	697	743	1,970	1,867	5.5	2,500	1,925	1,500
Humanities	854	660	1,688	1,608	5.0	2,416	1,625	1,125
Social Sciences	744	797	1,823	1,665	9.5	2,500	1,704	1,200
Engineering								
Aerospace & Aeronautical	343	571	2,343	2,315	1.2	2,575	2,383	1,989
Chemical	1,070	1,422	2,487	2,438	2.0	2,625	2,535	2,275
Civil (incl. Construction, Sanitary, & Transportation Engrg.)	817	1,299	2,037	2,011	1.3	2,400	2,000	1,700
Electrical (incl. Computer Engrg.)	4,527	6,963	2,410	2,364	2.0	2,625	2,450	2,083
Geological	20	42	1,973	1,883	4.8	2,500	1,922	1,683
Industrial	726	1,093	2,285	2,254	1.4	2,500	2,333	1,958
Mechanical	2,460	3,552	2,359	2,322	1.6	2,585	2,400	2,000
Metallurgical (incl. Metallurgy & Ceramic Engrg.)	157	193	2,417	2,322	4.1	2,583	2,425	2,275
Mining & Mineral	9	14	2,240	2,163	*	*	*	*
Nuclear (incl. Engrg. Physics)	34	82	2,379	2,308	3.1	2,640	2,417	1,989
Petroleum	60	333	2,568	2,750	- 6.6	3,000	2,670	2,100
Engineering Technology	254	608	2,185	2,183	0.1	2,583	2,250	1,750
Sciences								
Agricultural Sciences	124	161	1,649	1,597	3.3	2,167	1,553	1,235
Allied Health Professions	47	65	2,040	1,702	19.8	2,916	2,000	1,312
Biological Sciences	73	73	1,818	1,589	14.4	2,500	1,833	1,100
Chemistry	36	149	2,131	1,948	9.4	2,625	2,179	1,425
Computer Science	1,894	2,644	2,197	2,216	- 0.9	2,548	2,250	1,750
Mathematics	352	413	2,162	2,037	6.1	2,500	2,200	1,750
Other Physical & Earth Sciences	50	137	2,001	2,100	- 4.7	2,641	2,083	1,333
	24,990	32,965						

N/A — No historic data available

¹ Includes economics programs with both business and social science orientation.

* Not computed for fewer than 20 offers

AVERAGE MONTHLY SALARY OFFERS

Bachelor's Degree Candidates

(Data Combined for Men and Women)

By Occupational Title For All Types of Employers	Number of Offers		Average \$ Offers		Percent Change in \$ Offers from July 1986	Percentiles		
	July 1987	July 1986	July 1987	July 1986		90th	50th	10th
Administrative & Mgmt.-Related Occupations								
Accountants & Auditors	5,446	6,494	\$1,815	\$1,768	2.7%	\$2,000	\$1,833	\$1,585
Banking Occupations	395	N/A	1,889	N/A	N/A	2,500	1,800	1,375
Business Administration	437	498	1,652	1,626	1.6	2,083	1,625	1,166
Consultants	609	N/A	2,157	N/A	N/A	2,541	2,166	1,775
Financial Analysts	540	572	2,215	2,030	9.1	2,600	2,417	1,542
**Human Resources [Personnel & Labor Relations]	131	112	1,555	1,629	- 4.5	2,108	1,500	1,083
Management Trainees	2,029	2,664	1,666	1,652	0.9	2,100	1,583	1,317
Computer & Mathematical Occupations								
Computer Programmers	1,060	1,442	2,149	2,110	1.9	2,500	2,200	1,700
Computer Scientists (incl. Systems Analysts)	1,213	1,832	2,243	2,245	- 0.1	2,580	2,250	1,875
Mathematicians/Statisticians	191	259	2,153	1,985	8.5	2,500	2,166	1,750
Marketing & Sales Occupations								
Advertising/Marketing	636	533	1,907	1,699	6.4	2,375	1,798	1,333
Retail/Wholesale Sales	1,105	1,193	1,699	1,639	3.7	2,049	1,700	1,333
Technical Sales	341	380	1,922	1,845	4.2	2,450	1,900	1,500
All Other Occupations								
Communications Occupations	115	147	1,512	1,636	- 7.6	2,300	1,500	957
Engineers (Engrg. Degree Required)	9,876	15,511	2,364	2,325	1.7	2,610	2,417	1,989
Farm & Natural Resources Mgmt.	67	64	1,617	1,651	- 2.1	2,200	1,529	1,120
Health-Related Occupations	63	76	1,940	1,613	20.3	2,842	1,833	1,250
Insurance & Real Estate Occupations	330	267	1,685	1,635	3.1	2,000	1,667	1,300
Production Occupations	166	259	1,917	2,017	- 5.0	2,470	1,916	1,333
Researchers—Nonscientific	21	223	2,043	1,856	10.0	2,583	2,083	1,500
Researchers—Scientific	29	273	2,180	2,052	6.2	2,625	2,322	1,267
Social Workers & Recreational Workers	84	71	1,302	1,232	5.7	1,700	1,250	920
Transportation & Distribution Occupations	106	95	1,874	1,813	3.4	2,406	1,917	1,375
	24,990	32,965						

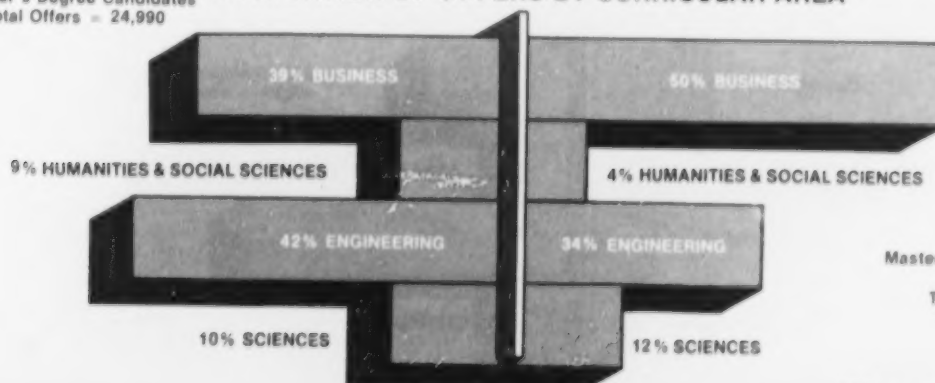
** Category name changed; the bracketed name indicates former category, on which historical data are based.

N/A — No historic data available.

* Not computed for fewer than 20 offers.

Bachelor's Degree Candidates
Total Offers = 24,990

PROPORTION OF OFFERS BY CURRICULAR AREA



Master's Degree Candidates
(Inexperienced)
Total Offers = 2,872

AVERAGE MONTHLY SALARY OFFERS

Bachelor's Degree Candidates

(Data Separate for Men and Women)

By Curriculum For All Types of Employers	MEN				WOMEN			
	Number of Offers		Average \$ Offers		Number of Offers		Average \$ Offers	
	July 1987	July 1986	July 1987	July 1986	July 1987	July 1986	July 1987	July 1986
Business								
Accounting	2,793	3,436	\$1,817	\$1,771	2,685	3,139	\$1,807	\$1,766
Business Administration & Mgmt.	993	1,108	1,739	1,674	795	826	1,653	1,590
Management Information Systems	293	355	1,975	1,915	231	252	1,983	1,887
Marketing & Distribution	914	924	1,716	1,649	938	911	1,678	1,562
Humanities and Social Sciences								
Economics ¹	432	740	2,007	1,922	265	273	1,910	1,771
Humanities	360	277	1,794	1,702	494	383	1,610	1,541
Social Sciences	347	370	1,919	1,812	397	427	1,738	1,538
Engineering								
Aerospace & Aeronautical	300	505	2,334	2,310	43	66	2,405	2,348
Chemical	726	1,005	2,482	2,427	344	417	2,499	2,462
Civil (incl. Construction, Sanitary, & Transportation Engrg.)	3,770	1,094	2,412	2,011	757	205	2,402	2,010
Electrical (incl. Computer Engrg.)	654	5,796	2,036	2,362	163	1,167	2,042	2,371
Geological	15	36	1,869	1,852	5	6	2,284	2,073
Industrial	403	700	2,263	2,246	323	393	2,313	2,268
Mechanical	2,073	3,052	2,351	2,317	387	500	2,396	2,348
Metallurgical (incl. Metallurgy & Ceramic Engrg.)	103	146	2,400	2,321	54	47	2,450	2,326
Mining & Mineral	8	14	2,232	2,163	1	†	2,306	†
Nuclear (incl. Engrg. Physics)	28	75	2,367	2,312	6	7	2,435	2,267
Petroleum	50	292	2,566	2,751	10	41	2,576	2,747
Engineering Technology	245	571	2,186	2,182	9	37	2,144	2,195
Sciences								
Agricultural Sciences	93	122	1,671	1,603	31	39	1,580	1,578
Allied Health Professions	15	9	2,091	1,697	32	56	2,066	1,703
Biological Sciences	43	39	1,906	1,615	30	34	1,693	1,559
Chemistry	23	80	2,186	1,960	13	69	2,033	1,933
Computer Science	1,201	1,622	2,212	2,234	693	1,022	2,169	2,188
Mathematics	195	213	2,220	2,052	157	200	2,089	2,020
Other Physical & Earth Sciences	34	100	2,056	2,110	16	37	1,885	2,074
	16,111	22,411			8,879	10,554		

¹Includes economics programs with both business and social science orientation.

†No offers reported.

N/A— No historic data available.

AVERAGE MONTHLY SALARY OFFERS

Bachelor's Degree Candidates

(Data Separate for Men and Women)

By Functional Area For All Types of Employers	MEN				WOMEN			
	Number of Offers		Average \$ Offers		Number of Offers		Average \$ Offers	
	July 1987	July 1986	July 1987	July 1986	July 1987	July 1986	July 1987	July 1986
Administrative & Mgmt.-Related Occupations								
Accountants & Auditors	2,783	3,400	\$1,820	\$1,770	2,663	3,094	\$1,809	\$1,765
Banking Occupations	197	N/A	1,923	N/A	198	N/A	1,856	N/A
Business Administration	155	222	1,773	1,749	282	276	1,585	1,528
Consultants	385	N/A	2,194	N/A	224	N/A	2,094	N/A
Financial Analysts	322	362	2,277	2,080	218	210	2,124	1,944
** Human Resources (Personnel & Labor Relations)	49	39	1,701	1,707	82	73	1,468	1,587
Management Trainees	1,056	1,363	1,707	1,715	973	1,301	1,622	1,586
Computer & Mathematical Occupations								
Computer Programmers	679	848	2,163	2,125	381	594	2,125	2,089
Computer Scientists (incl. Systems Analysts)	717	1,118	2,282	2,266	496	714	2,187	2,214
Mathematicians/Statisticians	117	137	2,218	2,000	74	122	2,050	1,968
Marketing & Sales Occupations								
Advertising/Marketing	321	292	1,838	1,768	315	241	1,776	1,617
Retail/Wholesale Sales	612	721	1,746	1,679	493	472	1,642	1,577
Technical Sales	258	270	1,931	1,882	83	110	1,896	1,754
All Other Occupations								
Communications Occupations	51	70	1,636	1,744	64	77	1,413	1,537
Engineers (Engrg. Degree Required)	7,912	12,768	2,360	2,321	1,964	2,743	2,383	2,344
Farm & Natural Resources Mgmt.	46	46	1,583	1,649	21	18	1,692	1,656
Health-Related Occupations	21	16	2,055	1,481	42	60	1,882	1,648
Insurance & Real Estate Occupations	187	151	1,711	1,665	143	116	1,652	1,594
Production Occupations	108	198	1,934	2,057	58	61	1,887	1,886
Researchers—Nonscientific	12	113	2,075	1,930	9	110	2,000	1,781
Researchers—Scientific	14	177	2,104	2,107	15	96	2,251	1,951
Social Workers & Recreational Workers	33	21	1,350	1,261	51	50	1,271	1,220
Transportation & Distribution Occupations	76	79	1,885	1,852	30	16	1,846	1,618
	16,111	22,411			8,879	10,554		

** Category name changed; the bracketed name indicates former category, on which historical data are based. See enclosed definitions.
N/A— No historic data available.

Total does not include the categories of Rotational Training—Technical and Nontechnical, which have been deleted from this year's report.

PROPORTION OF TOTAL OFFERS BY SEX

